

Message Text

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45

ACTION EA-14

INFO OCT-01 ADP-00 SSO-00 NSCE-00 EB-11 COME-00 TRSE-00

CIAE-00 DODE-00 PM-07 H-02 INR-10 L-03 NSAE-00 NSC-10

PA-03 RSC-01 PRS-01 SS-15 USIA-12 STR-08 OMB-01

CIEP-02 RSR-01 AGR-20 /122 W
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R 111045Z JUL 73

FM USLO PEKING

TO SECSTATE WASHDC 404

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 0530

E.O. 11652: GDS

TAGS: ETRD, CH

SUBJ: USLO OFFICERS CALL ON TECHIMPORT GENERAL MANAGER

1. IN JULY 11 COURTESY CALL ON TS'UI CH'UN, GENERAL MANAGER OF CHINA NATIONAL TECHNICAL IMPORT CORPORATION (TECHIMPORT), TS'UI INFORMED USLO COMMERCIAL/ECONOMIC OFFICERS THAT TECHIMPORT IS PREPARED TO FOLLOW UP RECENT PURCHASE OF THREE AMMONIA PLANTS FROM THE M. W. KELLOGG CORPORATION WITH ORDERS FOR ADDITIONAL AMMONIA PLANTS PROVIDED THAT AGREEMENT COULD BE FOUND ON PRICE. HE EXPECTED THAT KELLOGG VICE PRESIDENT PETRIE WOULD BE IN TOUCH WITH TECHIMPORT SOON ON THIS MATTER.

2. WE THOUGHT THAT TS'UI EXHIBITED CONSIDERABLE INTEREST IN FURTHER BUSINESS WITH THE U.S. GENERALLY. DISCUSSION WAS INFORMAL, FRIENDLY AND UNUSUALLY LONG FOR COURTESY CALL. ALLUDING TO DISCUSSIONS HIS CORPORATION HAS HAD WITH MONSANTO, UNIVERSAL OIL PRODUCTS AND GENERAL ELECTRIC, TS'UI STRESSED THAT FIRST CONTACTS REQUIRE MUCH EXCHANGE OF TECHNICAL INFORMATION AND INDICATED THAT RELATIONSHIPS WOULD DEVELOP GRADUALLY. HE EVADED OUR QUESTION, HOWEVER, AS TO WHAT CHINA'S PRIORITIES IN PLANT PURCHASES ARE IN ADDITION TO
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AMMONIA AND CHEMICAL FERTILIZER. TS'UI ALSO REITERATED THE

RECENTLY-HEARD THEME THAT SINO-US TRADE NEED NOT BE BALANCED, BUT
THAT IT IMPORTANT FOR BOTH EXPORTS AND IMPORTS TO EXPAND.
BRUCE

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NNN

Message Attributes

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